COURSE NAME: Special Topics in Entrepreneurial Lawyering

COURSE NUMBER: Law 757L

PROFESSOR: Glesner Fines, Luppino, Suni

The Law School has undertaken an exciting initiative to provide training for law school students and practicing attorneys in the area of Entrepreneurial Lawyering.

During this academic year, Professors Achtenberg, Callister, Glesner-Fines, Luppino, Thomas, and I, in some cases with guest speakers from the legal community, will be offering a “Workshop Series” of six sessions (2 in the Fall 2006 semester and 4 in the Winter 2007 semester), covering such topics as how to negotiate law firm formation and related issues; how to handle dispute resolution and dissolution or sale of a law practice; how to ethically advertise and solicit business; insurance issues and malpractice avoidance; how technology and other systems can help you stay ethical and effective; and interviewing and counseling clients in a solo/small firm setting.

This course is different from the summer entrepreneurial lawyering course and may be taken by students whether or not they have taken or intend to take the summer course. The instructors have taken care to ensure that the curriculum of the two courses, while touching on some common issues, has important differences in content, emphases, level of detail on particular topics, instruction, classroom exercises and other respects to make both worthwhile and complementary.

Students wanting to take the course for credit (1 hour of credit) must register for it for the Winter '07 Semester and pay regular law school fees. The course name and number are: Special Topics in Entrepreneurial Lawyering, Law 757L. However, although formal registration is for the Winter semester, completing the course requirements includes having to attend at least 4 of the 6 workshops offered. Attendance of one or more of the Fall 2006 Workshops will count toward satisfaction of the course requirements and you therefore may want to attend in the Fall if you are planning to enroll.

Students taking the Workshop Series for the one credit hour will usually have to complete readings before each course session they attend and will have to complete a post-session writing assignment (typically requiring a few pages of writing) for the four sessions they need for credit. Students may attend more than the minimum number of classes required for credit if they are registered for the course. The course is pass/fail and meets residency requirements.

The Fall 2006 Workshops are scheduled as follows (all are Fridays from 2-5:30 p.m.):

- Friday, October 13: Negotiating Law Firm Formation (Lead faculty member: Luppino)

- Friday, November 10: Dispute Resolution and Dissolution or Sale of a Law Practice (Lead faculty member: Glesner-Fines)
The Winter 2007 Workshops will also be scheduled on Friday afternoons. The titles of those four sessions will be as follows:

- Friday, January 26: Getting Business: Ethical Marketing (including Advertising and Solicitation) (Lead faculty member: Suni)
- Friday, February 23: Insurance, Malpractice and Mistakes (Lead faculty member: Thomas)
- Friday, March 16: Technology, Research, Records Retention and Law Office Systems (Lead faculty members: Suni and Callister)
- Friday, April 13: Your First Meeting with a Client: Interviewing and Counseling for Solo and Small Firm Lawyers (Lead faculty member: Achtenberg)

For more details about the sessions, see [http://www.law.umkc.edu/cle/solosmall07.pdf](http://www.law.umkc.edu/cle/solosmall07.pdf).

The series will also be offered to community lawyers for CLE credit. Students who do not wish to enroll in the one credit hour course can attend one or more of the Workshops on a “CLE” basis, for which there will be a charge (discounts will be available for signing up for the entire series).

This is an innovative program in which law students, practicing attorneys, and law practice managers will study together and get advice and assistance on issues of practical importance to lawyers as entrepreneurs. The course is part of our effort to effectively bridge what is seen as a gap between theory and practice. We are excited about this opportunity to meet the needs of both our students and the practicing bar.

For more information, please contact the CLE office at 816-235-1648 or Professor Tony Luppino at 816-235-6165.